# The Real Secret of

# Making Money



by Patric Chan

### **CHAPTER 1: HOW TO MAKE MONEY ONLINE**

One of the biggest questions that my customers and students never fail to ask me would probably be...

"How do I get started to make money online?"

First of all, you need to know that there are really only 2 ways for you to make money online -- which is either by **selling your own product**, or **selling other people's products**.

If you think about it, selling your own product should be the best option, right?

However, that's far from the truth and is also what most people fail to understand!

You see, in order for you to sell your own product, you must have these TWO issues sorted out first:

- 1. Your product has to be really amazing. The fact is, there are hundreds or even thousands of similar products to yours for a consumer to choose from so your product has got to have its own "secret recipe" to stand out from the crowd. Otherwise, it's not going to get the attention.
- 2. You got to master internet marketing! The point is having an awesome product is just one part of the equation. The second part is, being able to sell it online (profitably) and that means you MUST have the following:
  - A converting, professionally-designed website
  - A great web copy or a video sales letter to do the selling job for you

Then what about product fulfilment, follow up marketing, building your brand and so on? It all needs taking care of.

If you're just starting out, you could end up losing a lot of money by trying to sell your own product and worse still, emotionally drained of not seeing any results for months!

So what's the secret to getting started and making some money online?

It lies in promoting someone else's products and earning a commission!

#### This is called affiliate marketing.

If you want to get started quickly, even as fast as making money online by NEXT WEEK, you should be promoting affiliate programs; because they're already proven to convert well.

The product creators have already developed an awesome product and tested that their website is able to convert the visitors aka, it converts traffic into sales! Now, what type of products should you go on to sell?

My immediate response would be information products like courses, software, eBooks, etc., simply because of these THREE reasons:

- Usually, you can earn a very high commission, as much as 50% because the product creator/owner has almost zero cost to his business
- It's VERY EASY to get yourself started (I'll share with you how, shortly)
- It usually converts better if it's presented to the right prospects because information products solve a "how to" problem, where, people are willing to pay for the information that they need.

Here's the other awesome benefit of promoting affiliate programs – on top of making an affiliate commission as much as 50% commission, you get to see what works best!

So if you want to sell your own information product in the future, wouldn't it be a good idea to "test" out the waters by promoting a similar product like yours, to see if it sells well first?

If it does, then you'll roll out your own product to sell, and you'll be the only one selling it! That's a smart way to test the market, isn't it?

Not only that, you'll also get to learn the affiliate program's helpful marketing secrets.

Let's do a quick recap...

We now know that if we want to make money online fast, as quickly as a week or so, we can promote affiliate programs containing information products.

And the good news is that this is so easy to get started because you can just go to <u>Clickbank.com</u> and register to become an affiliate - for free!

There are thousands of different information products that you can promote to get paid a commission on.

Here are the top THREE reasons why I would recommend Clickbank:

 You're automatically "approved" to promote the affiliate programs listed in Clickbank – no more worries about getting approval by the merchant

- You get paid on time, every time. When you make affiliate commissions, Clickbank sends out your checks twice a month.
- Clickbank is very strict in approving the products on the site. This way, you know you're promoting good quality and low refund affiliate programs.

And of course, Clickbank is a very reliable company. Last time I checked, **Clickbank generates over \$300 million revenue per year!** It's important to stick with reliable companies so that you can be assured you'll be receiving your checks.

You can go to Clickbank.com to register; it's 100% free to do.

This is really exciting, isn't it? It's really that straight forward to start making money online.

## CHAPTER 2: THE AFFILIATE MARKETING SECRETS OF SMART AFFILIATES

There are many ways to promote profitable affiliate programs online.

Here are a few common methods:

- 1. Write an article based on the affiliate program that you wanted to promote and at the end of the article, promote the affiliate program with your unique affiliate link.
- 2. Create a new review site to review Clickbank's products. Then inside the review, have your affiliate link that's linking to the products.
- 3. Create as many fresh social pages as possible by using social sites like hubpages.com, squidoo.com, tumblr.com, etc.

There are a lot more other methods to promote affiliate programs!

But I do affiliate marketing slightly differently, so does the entire repertoire smart affiliate marketers today. You see, we do not promote affiliate programs directly.

All of our promotions funnel into just one purpose – and that's into a "squeeze page" to build a mailing list!

Here is an example of a squeeze page:



Let me explain WHY building a list is ALWAYS much better than promoting affiliate programs to your first time website visitor, aka, your traffic:

Yes, you may make more money (and a little faster) if you promote an affiliate program directly. But you get to promote it just one time!

So if they purchase the product through your affiliate link, you'll make the commission, but you're not going to make another commission unless you start the process all over again!

This means that you'll ALWAYS be working, both day and night.

And what if they do not buy the recommended affiliate program on your page?

Well then, all of your effort and money will simply go down the drain.

But let's look at the second situation where you'll drive traffic to a squeeze page instead...

If you build a list, theoretically, you can promote to the same subscriber as many times as you see fit!

So when you have a list, you can be reaching your prospect at any time of the day you wish, thus, allowing you to control or even predict your income!

#### So let me just paint you a simple illustration:

Assuming you already have 5,000 subscribers in your list and you mail out as little as just once a week.

Now, to make the math simple, let's say you'll make \$20 per sale - and if only 1% of them buy, you'll be making at least \$1,000 per week!

All this is done by just sending out an email!

- 1. Send out one email per week to 5,000 subscribers
- 2. Affiliate program pays out \$20 per sale
- 3. 1% of subscribers purchase and you make \$1,000 per week!

That's a nice "pay check" of \$4K a month. Not too shabby with affiliate marketing, is it?

Let's say that if you want to make \$8,000 a month, you'll just need to focus on gaining 10,000 subscribers.

Do you start to see how SIMPLE it is to make internet marketing work effectively?

The truth is, that is the REAL SECRET that all marketing Gurus are using to make money online.

So what you really NEED here is:

- A Domain Name and Hosting
- A Squeeze Page
- An Offer To Entice Your Visitors To Subscribe
- An Autoresponder To Efficiently Manage Your List

Well, basically that's all you need to have to get yourself started. I guess the missing piece to complete this system is driving fresh traffic.

And interestingly, that is the easiest part of all!

You see, most people struggle to get traffic is because they're looking at it from the wrong angle. They're trying their best to gain traffic for "free". There's nothing wrong with that, but let me explain to you why it's not an advisable method...

Let's assume you've just opened a new café in your neighbourhood.

How do you promote your business - conventionally?

You could probably do any of these campaigns:

- Run ads in your local newspaper
- Buy ad space in your local food review magazines
- Print out flyers to be distributed

If you study the list above carefully, it's about spending money to get the prospect!

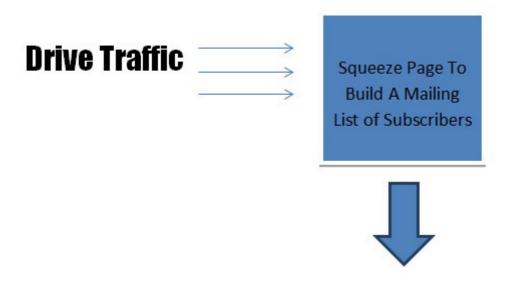
### Just because the internet is free, it doesn't mean that "everything" is free!

If we start treating our online business as a business, we'll start to plan things differently.

There is an unlimited amount of traffic on the internet for you to buy. For a start, you can simply buy traffic directly from Facebook at <a href="https://www.facebook.com/advertising">www.facebook.com/advertising</a>.

By just using Facebook, you'll probably have enough traffic to run your entire business.

So when smart affiliates are promoting affiliate programs, here's what it will look like:



Promote affiliate programs in the email follow ups or with mass mailout!

I'm not sure if the other Guru's have shared this information with you before, but this is truly the biggest secret to internet marketing.

This is the exact same formula that I have used to build my internet business empire for the past 10 years.

### CHAPTER 3: HOW TO MAKE PASSIVE INCOME ON THE INTERNET

If you recap from the previous chapter, I mentioned that the fastest way to make money online is by promoting one of Clickbank's affiliate programs.

To do this effectively (and profitably), you should create a squeeze page to capture the incoming leads and then, promote products to them through email marketing instead of promoting the affiliate programs directly.

So if this is the true secret to internet marketing wealth and all of the gurus are currently using it to make so much money online, why do so many people still fail?

The short answer is this -- there are a lot of variable x-factors involved.

Let's break it down into specifics below:

The first obstacle is to get the websites visitors to subscribe.

In order for this to happen, we need to consider the following factors:

- 1. A professionally designed squeeze page that has all of the right elements of a "direct response" marketing ingredients in it
- 2. A great video or sales copy to convey the message effectively of why they should subscribe to you
- 3. A valuable offer for them to subscribe such as a free eBook, or a video and so

Okay, let's say that we've done that for the first part.

The second part is **EMAIL MARKETING**.

### You've got to know how to send emails that "force" people to buy!

The biggest misconception is "I need a giant list" to make some money online.

Yes, it's true that having a larger list is always an advantage, but what really counts is the relationship that you maintain with your mailing list.

So to do this well, you need to have these in place:

- 1. Are you trustworthy?
- 2. Are you adding value to your subscribers?

#### 3. Are you helping?

And these are achieved by:

- 1. Having a brand
- 2. Sending out content to them regularly and good content too
- 3. Promoting valuable products

It all goes wrong when an internet marketer thinks of using his or her list solely to make money, when they should be thinking about how to add value to their list and be financially rewarded in return!

As I've covered in the previous chapters, I mentioned that getting traffic is not the biggest problem to make money online, because traffic is ALWAYS available on the internet.

But regardless of how much traffic you receive, if you send them to a squeeze page that does not convert, or if you do not know how to do email marketing, you're not going to make any affiliate sales or any money at all!

Another thing is, even now you have a list, for you to continue making money online, you will need:

- To continue researching good and profitable affiliate programs to promote
- To write or create valuable content for your subscribers to read regularly
- To promote offers to your list effectively every week or so

Don't get me wrong -- I'm not trying to say that affiliate marketing is a bad thing. I'm just sharing with you the reality of how it's going to be.

But what if you can just turnkey everything away, so that you can make a passive income?

What if you do not need to do all of the work above?

How about just focusing on gaining traffic?

Which is of course, the easiest part of all because if you have a squeeze page that converts and emails that CAN generate income for you, you can buy all of the traffic that's available out there!

Even if you don't want to buy any, you can be spending your time gaining free traffic where you'll know they can convert into hard cash for you.

#### Imagine this:

- You don't need to write or produce any content
- You don't need to create any products to sell

- You don't need to come up with your own free offer
- You don't need to write any sales letters
- You don't need to pay for any hosting or an auto-responder
- You don't need to send any emails at all
- You don't need to research what products or affiliate programs to promote

### And you don't even need to create a squeeze page! ©

The good news is that I've already cracked the code for you to make passive income with Clickbank's affiliate program.

For many months, I've been developing a system that includes software that can duplicate my entire affiliate marketing system to work for you, on auto-pilot!



### The CB Passive Income License Program

Check out the system yourself and you can use it to create a new passive income stream to your business.

To your success,

### Patric Chan

P.S: With this system, I'll be "working" for you, for free. <u>Click here now to see how it works to make passive income for you.</u>